

Assessment/Certificate Options

Financial Services

National Assessments

Educational Assessments:

Future Business Leaders of America - Phi Beta Lambda (www.fbla-pbl.org) provides the following assessments related to financial services as part of their annual Competitive Events:

- Banking and Financial Systems - Questions on this test cover types of financial services and institutions, government regulations, ethics, and careers in financial services .
- Accounting I and II - Areas examined on these tests include: accounting practices, accounts receivable, accounts payable, financial statements, worksheets, accounting classifications, bank reconciliation, income tax, payroll, inventory, purchases, sales, plant assets, depreciation, departmentalized accounting, partnerships, and corporate accounting.
- Economics - questions on this test assess a student's knowledge of supply and demand, profits, competition, taxes, types of business investments and environmental issues.

DECA (www.deca.org) has added comprehensive exams for each event in their National Competition which includes the Financial Services Management Team Decision Making Event and the Financial Services Marketing Research Event defined as covering "marketing and management functions and tasks that can be applied in commercial banks, savings and loan associations, credit agencies, credit unions, consumer finance companies, stocks, mutual funds, bonds, commodities brokerages, collection agencies, credit department of business enterprises, investments and securities, real estate, or personal/business insurance." The team events demonstrate situational problems solving and strategic planning regarding simulated business problems in financial institutions. Exams are 100 multiple-choice questions, 50% of the questions cover core competencies of DECA and 50% cover content area specialties. Further information regarding competencies and tests including sample tests for purchase is available at Marketing Education Resource Center (www.mark-ed.org).

Business and Industry Assessments: A large number of national professional organizations in banking, investment, financial planning, insurance, and accounting industries provide Continuing Professional Education (CEP) programs and related nationally recognized professional licenses and certifications in an effort to create and maintain high standards within their industry.

Most specialty certificates require experience in the industry, designated coursework, and successful completion of a nationally recognized exam.

A comprehensive list of the certifications, the sponsoring agencies, and web addresses can be found in this section.

State Assessments

Educational Assessments: The Delaware Department of Education (www.doe.state.de.us) lists several sample performance assessments based on the National Business Educators' Association (NBEA) Standards in Accounting, Banking, and Finance. Included are overview, activity/tasks, evaluation criteria, and materials/supplies for hands-on, performance assessments in the following:

- Personal Balance Sheet
- Preparing Financial Statements from a Worksheet
- Organizing a Proprietorship
- Accounting Software
- Accounting Software Review
- Audit Arrangements
- Loan Application
- Analyzing Financial Statements
- Financial Statement Evaluation
- Stock Market Speculation

Business and Industry Assessments:

Real Estate Licenses: The Arizona State Department of Real Estate (www.re.state.az.us) licenses Real Estate Salespersons and Brokers through examination administered by Experior, one of several national real estate testing firms. In order to qualify to take the licensing exam for salesperson a person must apply to the State Department of Real Estate and prove the following requirements have been met:

- 18 years of age or older
- 90 hours of accepted education have been completed (a list of acceptable educational programs may be obtained from the Department)
- disclosure of past legal entanglements
- 3 years of experience in the field is required in addition for Brokers

Review information and sample tests can be found in *How to Prepare for Real Estate Exams* (Barron's Educational Series, Inc, 2000) and *Thomson-ARCO Real Estate license Examinations* (Thompson Learning, Inc., 2002). Exam outlines, schedules, locations and on-line sign-up along with computer-based demo exam questions may be found at the site for Experior Testing (www.experioronline.com).

Certified Public Accountant: The Arizona State Board of Accountancy (www.accountancy.state.az.us) licenses and regulates Certified Public Accountants in Arizona. To schedule a state exam time, one must:

- Complete a state application form
- Submit college transcripts showing completion of a BA with a minimum of 24 hours in accounting and 18 hours in related courses
- Submit a Code of Conduct

Review information and Sample test problems can be found in *Wiley's CPA Examination Review* (John Wiley & Sons, Inc., 2002).

Local Assessments

Business and Industry Assessments: An informal electronic survey revealed the following regarding the use of assessments and their topics for new-hires in local financially related businesses and industries:

Pacific Coast Mortgage requires a pre-employment test on communication skills and industry knowledge for all positions that do not require licenses.

Blue Cross Blue Shield gives a pre-employment test to potential new hires testing keyboard and 10-key skills

Educational Assessments: An informal electronic survey revealed the following regarding topics assessed by local instructors of financial services courses:

Jo Dee Boyer, of the Academy of Finance, Peoria Unified School District, states that while all Financial Services instructors in the district have unit, mid-term and final exams, they are individually created and could use greater consistency.

Debbie Cross, Banking and Finance instructor at Metro Tech, uses unit exams including vocabulary, math and emphasizing industry knowledge.

Assessment/Certificate Options

Financial Services Investment

Certified Financial Analyst

CFA

Market Technicians Association, Inc

www.mta-usa.org

Certified Financial Planner

CFP

Certified Financial Planner Board of Standards

www.cfp-board.org

Certified Financial Planner

CFP

The American College

www.amercoll.edu

Certified investment Mgmt Analyst

CIMA

Investment Management Consultants Association

www.imca.org

Certified Investment Strategists

CIS

Investment Management Consultants Association

www.imca.org

Certified Retirement Administrator

CRA

International Foundation for Retirement Education

www.infre.org

Certified Retirement Counselor

CRC

International Foundation for Retirement Education

www.infre.org

Certified Securities Processing Specialist

CSPS

Securities Operations Forum

www.soforum.com

Certified Securites Processing Master

CSPM

Securities Operations Forum

www.soforum.com

Chartered Financial Analyst

CFA

Association for Investment Mgmt & Research

www.aimr.com

Chartered Financial Consultant

CHFC

The American College

www.amercoll.edu

Chartered Market Technicians

CMT

Market Technicians Association, Inc

www.mta-usa.org

Registered Financial Planner

RFP

Registered Financial Planners Institute

www.rfpi.com

Assessment/Certificate Options

Financial Services Real Estate

Accredited Residential Originator

ARO

Mortgage Bankers of America

www.campusmba.org

Accredited Residential Undersriter

ARU

Mortgage Bankers of America

www.campusmba.org

Certified Mortgage Technologist

CMT

Mortgage Bankers of America

www.campusmba.org

Certified Mortgage Banker

CMB

Mortgage Bankers of America

www.campusmba.org

Assessment/Certificate Options

Financial Services Insurance

Associate Insurance Data Manager

AIDM

Insurance Data Management Association

www.IDMA.org

Associate of Life & Health Claims

ALHC

International Claim Association

www.claim.org

Associate of the Casualty Actuarial Society

ACAS

Casualty Actuarial Society

www.casact.org

Certified Fraud Examiner

CFE

Association of Certified Fraud Examiners

www.cfenet.com

Certified insurance Counselor

CIC

Society of Certified Insurance Counselors

www.scic.com

Certified Insurance Data Manager

CIDM

Insurance Data Management Association

www.IDMA.org

Certified Insurance Examiner

CIE

Insurance Regulatory Examiners Society

www.go-ires.org

Certified Insurance Fraud Investigator

CIFI

Internat'l Association of Special Investigations Units

www.iasiu.com

Certified Insurance Service Representative

CISR

Society of Certified Insurance Services Reps

www.scic.com**Certified Risk Manager**

CRM

Certified Risk Managers International

www.scic.com**Chartered Life Underwriter**

CLU

The American College

www.amercoll.edu**Chartered Property Casualty Underwriter**

CPCU

Insurance Institute of America

www.aicpcu.org**Financial Risk Manager**

FRM

Global Association of Risk Professionals

www.garp.com**Health Insurance Associate**

HIA

Health Insurance Association of America

www.hiaa.com**Long-Term Care Professional**

LTCP

Health Insurance Association of America

www.hiaa.com**Registered Health Underwriter**

RHU

The American College

www.amercoll.edu**Registered Professional Liability Underwriters**

RPLU

Professional Liability Underwriting Society

www.plusweb.org

Assessment/Certificate Options

Financial Services Banking

Accredited Residential Originator

ARO

Mortgage Bankers of America

www.campusmba.org

Accredited Residential Undersriter

ARU

Mortgage Bankers of America

www.campusmba.org

Certified Bank Auditor

CBA

Banking Administration Institute

www.bai.org

Certified Collector

CC

The Association of Credit & Collection Professionals

www.collector.com

Certified Corporate Trust Specialist

CCTS

American Bankers Association

www.aba.com

Certified Credit Executive

CCE

National Association of Credit Management

www.nacm.com

Certified Credit Union Executive

CCUE

Credit Union National Association, inc

www.cuna.org

Certified Creditor Collection Specialist

CCCS

The Association of Credit & Collection Professionals

www.collector.com

Certified Financial Marketing Professional

CFMP

American Bankers Association

www.aba.com

Certified Financial Services Professional

CFSP

Credit Union National Association, inc

www.cuna.org

Certified Financial Services Security Prof.

CFSSP

American Bankers Association

www.aba.com

Certified Healthcare Collection Specialist

CHCS

The Association of Credit & Collection Professionals

www.collector.com

Certified Higher Ed. Collection Specialist

CHECS

The Association of Credit & Collection Professionals

www.collector.com

Certified Instructor in Collection

ACA

The Association of Credit & Collection Professionals

www.collector.com

Certified IRA Services Professional

CISP

American Bankers Association

www.aba.com

Certified Lender Business Banker

CLBB

American Bankers Association

www.aba.com

Certified Mortgage Banker

CMB

Mortgage Bankers of America

www.campusmba.org

Certified Mortgage Technologist

CMT

Mortgage Bankers of America

www.campusmba.org

Certified Regulatory Compliance Manager

CRCM

American Bankers Association

www.aba.com

Certified Retirement Services Professional

CRSP

American Bankers Association

www.aba.com

Certified Securities Operations Professional

CSOP

American Bankers Association

www.aba.com

Certified Trust & Financial Advisor

CTFA

American Bankers Association

www.aba.com

Credit Business Associate

CBA

National Association of Credit Management

www.nacm.com

Credit Business Fellow

CBF

National Association of Credit Management

www.nacm.com

Assessment/Certificate Options

Financial Services

State-regulated Certificates

Certified Public Accountant

Arizona State Board of Accountancy
www.accountancy.state.az.us

Licensed Adjuster

Arizona Department of Insurance
www.state.az.us/id/licensing

Licensed Advanced Fee Loan Broker

Arizona Department of Banking
www.azbanking.com

Licensed Appraiser

Arizona Department of Insurance
www.state.az.us/id/licensing

Licensed Bail Bondsman

Arizona Department of Insurance
www.state.az.us/id/licensing

Licensed Escrow Agent

Arizona Department of Banking
www.azbanking.com

Licensed Health Insurance Agent

Arizona Department of Insurance
www.state.az.us/id/licensing

Licensed Insurance Agent

Arizona Department of Insurance
www.state.az.us/id/licensing

Licensed Insurance Broker

Arizona Department of Insurance
www.state.az.us/id/licensing

Licensed Life Insurance Agent

Arizona Department of Insurance
www.state.az.us/id/licensing

Licensed Real Estate Broker

Arizona Department of Real Estate
www.re.state.az.us

Licensed Real Estate Salesperson

Arizona Department of Real Estate
www.re.state.az.us

Licensed Risk Management Consultant

Arizona Department of Insurance
www.state.az.us/id/licensing